

Message Text

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64
ORIGIN EB-07

INFO OCT-01 EA-07 ISO-00 COME-00 AID-05 CCO-00 CIAE-00

OTPE-00 FCC-01 INR-07 NSAE-00 OC-05 USIA-06 BIB-01

/040 R

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USDOC/OIM:RKELLY (SUBS)

USAID/W:RELLERT-BECK

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P 192249Z DEC 75

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL PRIORITY

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E.O. 11652: N/A

TAGS:ETEL, BEXP, KS

SUBJECT:ROK TELECOMMUNICATIONS PROJECT

REF : STATE 294790 AND PREVIOUS

1. ABI/ATT CONTACTED US DECEMBER 19 TO SAY THAT IT IS NOT REPEAT NOT ABLE TO UNDERTAKE BRIEF STUDY REQUESTED TO DETERMINE ROK POLICY ON SWITCHING SYSTEMS. BAIRD, WHO RELAYED MESSAGE THROUGH ATT WASHINGTON REPRESENTATIVE, SAID THAT ABI IS NOT STRUCTURED TO TAKE ON SHORT TERM CONSULTING PROJECTS OF THIS TYPE. ABI, BAIRD ADDED, IS NOT LARGE ORGANIZATION AND ITS PERSONNEL ARE NOW FULLY OCCUPIED WITH LARGE IRANIAN EXPORT CONTRACT, A FIELD ENTIRELY NEW TO ATT.

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FYI ABI HAS NO RELATION TO ATT ACTIVITIES IN BRAZIL WHICH

CONSIST MERELY OF PUTTING IN NEW CABLE FACILITIES NOT
REPEAT NOT OF DEALING WITH INTERNAL BRAZILIAN TELECOMMUNI-
CATIONS SYSTEM.

2. BAIRD EXPLAINED THAT REGARDLESS OF CURRENT PREOCCUPATION
WITH GOI PROJECT, ATT/ABI WOULD NOT WISH TO BECOME INVOLVED
IN A SIMPLE POLICY RECOMMENDATION ON ESS WHICH WOULD NOT,
IN ABI VIEW, REALLY DETERMINE DESIRED SHAPE OF FUTURE ROK
TELECOMMUNICATIONS SYSTEM. BAIRD, WHO AGAIN EXPRESSED

STRONG RESERVATIONS THAT ANY STUDY GROUP COULD MAKE POLICY
RECOMMENDATION ON BASIS OF TWO WEEK SOJOURN, HAS REVIEWED
HIS DECISION WITH A NUMBER OF RANKING PEOPLE IN ATT.

WASHINGTON ATT REPRESENTATIVE DID SAY THAT ATT IS
INTERESTED IN FUTURE ROK TELECOMMUNICATIONS DEVELOPMENT
AND WOULD BE HAPPY TO ADDRESS ANY ROKG PROPOSAL TO parti-
CIPATE IN COMPREHENSIVE FULL STUDY OF TELECOMMUNICATIONS
REQUIREMENTS. ABI BELIEVES SUCH STUDY WOULD REQUIRE

SEVERAL MONTHS. ABI/ATT WOULD NOT, HOWEVER, WISH TO
PARTICIPATE IN ANY STUDY HAVING NON-HARDWARE EXCLUSION
CLAUSE (PROHIBITION AGAINST STUDY GROUP OR ASSOCIATED FIRM
SELLING EQUIPMENT).

3. WE PRESUME THIS MOVES US BACK SEVERAL SQUARES IN OUR
EFFORTS TO PLACE POTENTIAL US SUPPLIERS IN ADVANTAGEOUS
POSITION. WOULD ROKG BE INTERESTED IN REQUESTING ABI
PERFORM FULL STUDY? REGRET NO REPEAT NO USG FUNDING
AVAILABLE FOR THIS PURPOSE. WOULD ROKG WISH TO CONSIDER
SHORT TERM STUDY PERFORMED BY ANOTHER US FIRM NOT
ASSOCIATED WITH POTENTIAL VENDORS? KISSINGER

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